

shipping

MANAGEMENT

THE "HOW-TO" PUBLICATION OF PACKAGING, TRAFFIC AND SHIPPING

JANUARY 1958

COMBINED WITH

FREIGHT • EXPRESS
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and *The Air Shipper*

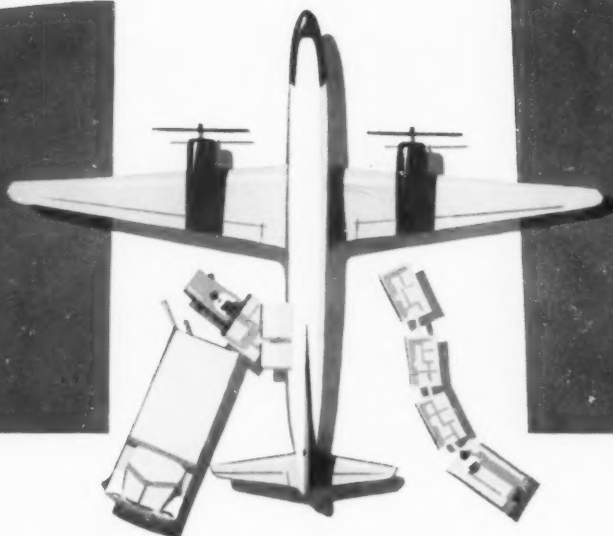
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Shipping personnel loading large wooden crates into freight container. (Photo by [unreadable])

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PACKING A PUNCH

IN A SPEECH before the Academy of Advanced Traffic in New York City recently, William V. Burke—general traffic manager of the American Thread Company — pointed out that a good many traffic executives find it extremely difficult to make the "transportation-traffic lingo" they utilize understandable to others.

Labelling this problem as a prime factor today hampering traffic personnel in their dealings with management, Mr. Burke declared: "Terms such as combination rates, exceptions to classification, class rates, and rate differentials are part of our everyday language. Yet they mean absolutely nothing to the business manager. He is interested only in the specific freight rate or total cost of any given transportation and not the reason for them. And that's what he should be given."

The secret of success in traffic management, Mr. Burke emphasized, isn't only based on a traffic executive's talent and his understanding of his work. His ability to translate traffic "talk" and theories into terms and concepts that management can understand is equally important and may very well be the keystone upon which rests his status and his value to his company.

★ ★ ★

PRESSURE ON CONGRESS to repeal Federal excise taxes, which add three per cent to charges for transporting goods, is mounting steadily. In addition to a wide variety of companies, trade units, and business groups, some 20 state legislatures have now joined in the drive to put an end to these "temporary" transport levies, enacted during World War II.

The latest states to adopt resolutions to this end are Arkansas, Delaware, Florida, Minnesota, Vermont, and South Carolina. Previously, California, Colorado, Idaho, Illinois, Iowa, Maryland, Michigan, North Dakota, Oregon, Pennsylvania, South Dakota, Tennessee, Texas, and Washington, had also voiced their opposition to further extension of these wartime taxes, on the grounds that their harmful effect on carriers, users, and the nation as a whole far outweighs the value of any revenue they produce.

January, 1958

shipping MANAGEMENT

Vol. 23—No. 1

COMBINED WITH

PAYLOAD & The Air Shipper

IN THIS ISSUE . . .

Packing A Punch	4
Free Catalogs & Literature	6
Read the write-ups, then check the numbers you choose on the postage-free business card attached. In a few days free samples or literature will come your way.	
Nation's T.M.s Saluted In Tribute To Traffic Management	9
George P. Baker, president of the Transportation Association of America, describes a career in traffic management as "among the most constructive in all industry," in an advertisement read by 35,000,000.	
Snap-On Clamp And Reusable Modular Panels Promise Inexpensive Cleated Box	10
A newly-designed fastener, key to an advanced packaging system, has aroused considerable interest among shippers. Here's why.	
Carton Reducer Decreases Container Depths	12
Developed to meet an important shipping room need is a new device, designed to enhance packing efficiency.	
Home-Made Industrial Truck Devices Aid Materials Handling And Cut Costs	13
Company "do-it-yourself" gadgets are tailoring industrial trucks to specific firm needs. Here's what four companies did with their equipment.	
How Foresight & Effective Follow-Up Speed The "Rush" Truck Shipment	14
When an order is marked "urgent," what can the shipper do to expedite its delivery? Step-by-step, here's the answer.	
D. R. Dominie's "Listen Mr. Traffic Manager . . ."	16
PAYLOAD and The Air Shipper	17-20
Liquid Plastic Foam Can Reduce Packaging Costs To A Fraction	23
Liquid plastic materials — their past, present, and potential.	
Tuning In	22
News Of The Month	25
New Products & Services	27
Traffic Tower	30



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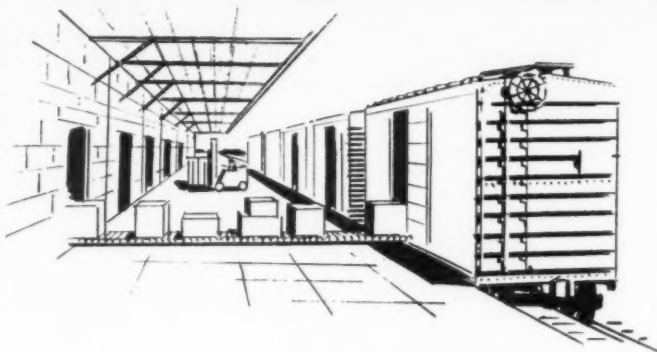
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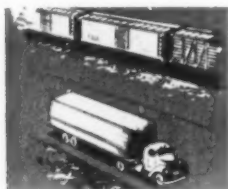
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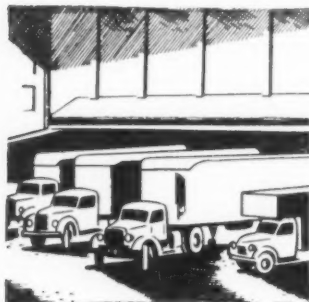


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January, 1958

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(See Contents Page)

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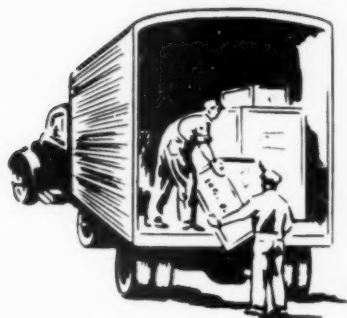
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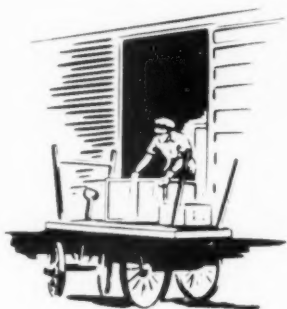
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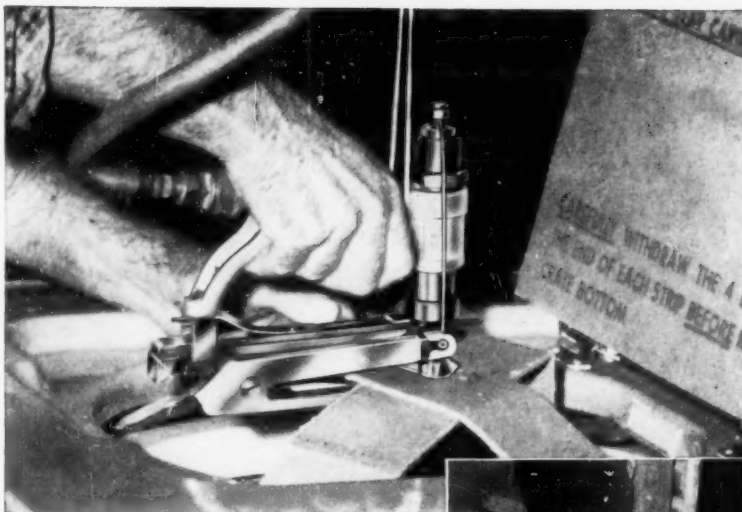
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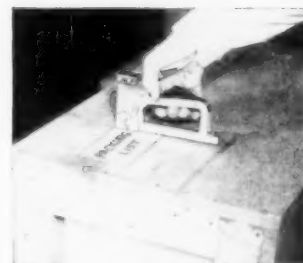


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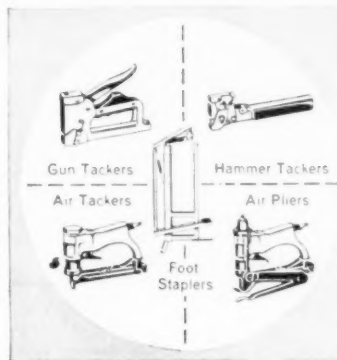


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Denver, Colorado	DU 8 457	Phoenix, Ariz.	AL 8 152
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Evansville, Ind.	HA 3 445	St. Louis, Mo.	CH 2 122
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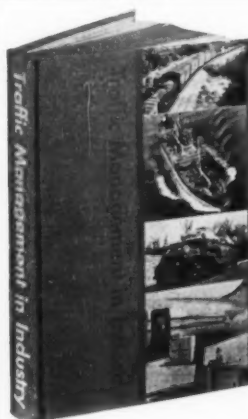


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by Leslie A. Bryan

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Nation's T.M.s Saluted In Tribute To Traffic Management Profession

INDUSTRIAL TRAFFIC MANAGERS received nation-wide recognition in a recent two page advertisement in *Life Magazine**, when the New York Life Insurance Company tipped its hat to them. *Life* has an estimated readership of over 35,000,000. One of a series of ads designed to acquaint America's youths with employment opportunities in key occupations, the glowing tribute to the traffic management profession was prepared by George P. Baker, president of the Transportation Association of America.

Mr. Baker pointed out that today, as never before, transportation is the heartbeat of the U.S. economy. A \$100-billion-dollar-a-year Goliath, in 1956 the industry handled 1,350 billion ton-miles of freight. By 1960, he estimated, that figure should soar to 1,750 billion ton-miles.

"There is a key man in this dynamic field—the industrial traffic manager," Mr. Baker continued. "He helps keep freight moving speedily, safely, punctually. He sees to it that raw materials reach the factories, that finished products arrive at the markets, that you and I get the things we need when we need them."

Exploring The Field

Describing a career in traffic management as "among the most interesting and constructive assignments in all industry," Mr. Baker went on to list a wide variety of vital functions the traffic manager performs today.

"The movement of all goods to and from his company's plants is under his personal direction. Should a shipment be sent by road, rail, water, air or pipeline? Which route should be travelled? It is his decision. What carrier should be awarded the multi-thousand-dollar business? It is up to him.

"The industrial traffic manager has lots of other stimulating functions, too," the TAA president

explained. "Real detective work like tracing lost shipments, for example. Processing damage claims. Auditing bills which can run into millions of dollars. Leasing port and terminal facilities for cargo. Handling insurance questions.

The T.M.'s Pivotal Position

"There's more: Many companies operate their own fleets of trucks, tanks, and freight cars, barges, and even planes. Whether or not to do so is the traffic man's problem."

In addition to these tasks, Mr. Baker reported, the traffic manager — if he is qualified — may be called upon to appear at formal hearings before the Interstate Commerce Commission, or other regulatory bodies, to argue his company's case in rate matters. And finally, problems of packaging, loading, and warehousing also fall within the scope of some traffic managers' duties.

It is obvious, therefore, that a top-notch industrial traffic man can save his company a vast amount of money, Mr. Baker emphasized. And, since some industries spend almost 40 percent of their sales income on outbound freight, the significance of reduced transportation costs is readily apparent.

So, for that matter, is the overwhelming importance — and the pivotal position in a firm — of the skilled traffic manager who achieves them.

Citing a typical example of the achievements being registered every day by traffic managers around the country, Mr. Baker described the savings in transportation costs recently effected by one executive, employed by an "assemble-it-yourself" furniture company.

One day — after some painstaking research into freight classifications — the traffic man came up with a brand-new, money-saving approach to his firm's shipments. "For years," he told his

(Continued on Page 33)

*Issue of November 25, 1957.

Snap-On Clamp And Reusable Modular Panels Promise Inexpensive Cleated Box

A FIVE CENT SPRING CLAMP, it is reported, may shortly be saving American industry vast sums of money every year. Recently unveiled, the new snap-on device is expected to serve as the keystone of an advanced packaging system, believed capable of drastically reducing shipping container costs.

Known as Modular Panel Packaging, this system, basically, is an engineered procedure employing fixed panels—which are reusable in a wide variety of combinations—instead of boxes as packaging units. From some 47 assorted panel sizes, reportedly, 159 different shapes and sizes of boxes, tailor-made to a shipper's needs, may be created.

The panels utilized can be constructed of plywood, paper overlaid veneer, or corrugated cardboard. An open slatted arrangement is also feasible.

Cleated Panels Used

All panels employed under the plan are cleated. A 1X2, 1X3, or 1X4 wooded cleat is nailed or stapled around the edge of each side of the panel materials. And according to the manufacturer of the snap-on fastener, it is essentially the interaction of the special clamp and the panel-attached cleat that allows for the unit's snugness. The components utilized in the box may be used again, in other combinations.

The actual procedure involved in applying or removing a snap-on fastener from a box, moreover,

is a procedure described as effecting a significant reduction in the time and effort required of shipping personnel in opening or closing a case.

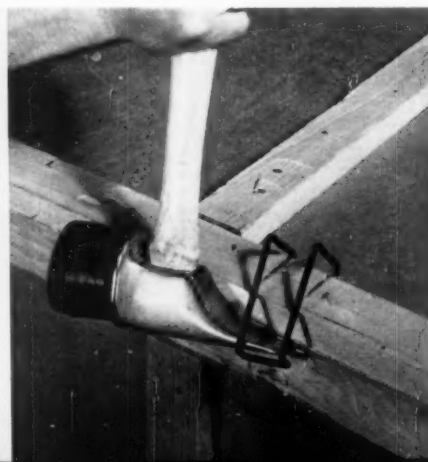
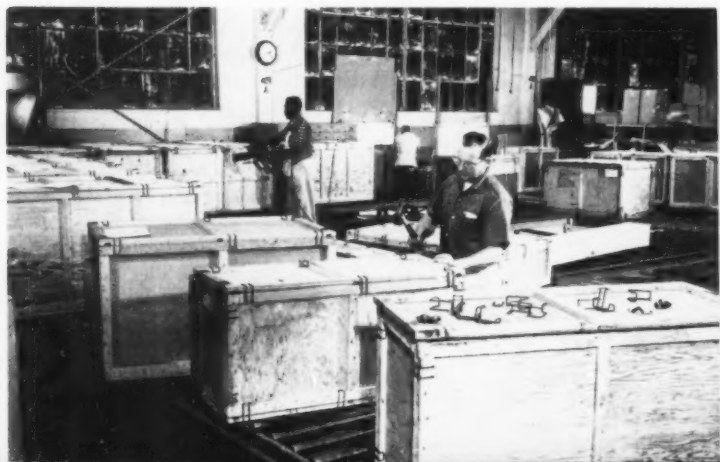
In the closing of a box, the clamp is hooked over the cleat located on the top panel. A special tool—consisting of a rubber tipped hammer and claw—is employed to secure the snap-on fastener in place. For opening the box, the claw of the tool is placed flush against the cleat on the top side panel and is forced under one leg of the fastener. The handle of the claw tool is then tilted upward and the snap-on clamp is removed. It is pointed out that the removal of the fastener from a closed box is so simple that the panels involved are virtually undamaged and the fastener itself frequently may be used again.

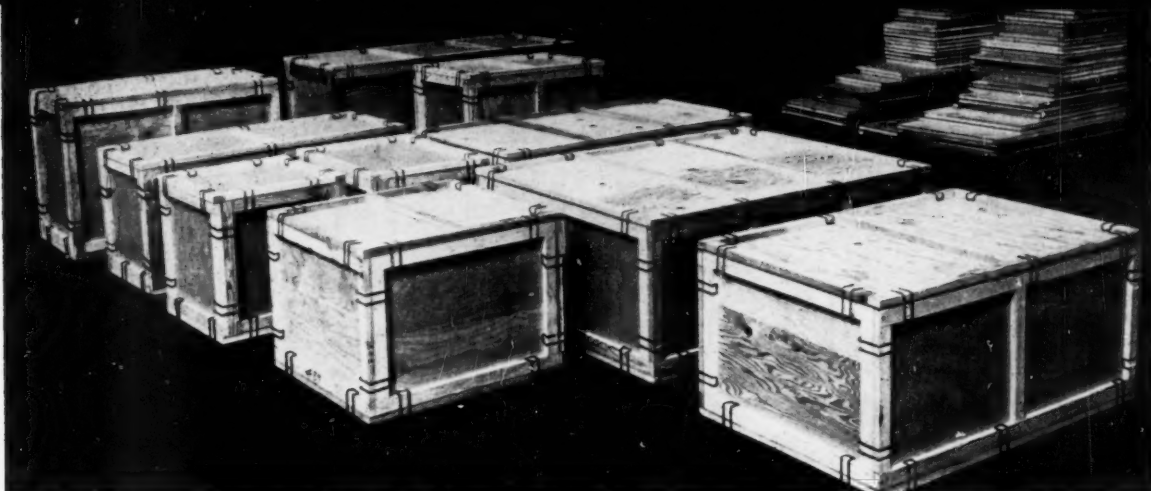
Tests conducted on behalf of the clamp's producer as a matter of fact, have indicated that panels employed under the MPP plan may be reused from five to ten times. One purchaser, for example, recently checked 3,227 panels he had bought and used up to five times in plant-to-plant trucking. The results? Only 86 panels required replacement. The rest were in excellent condition. On a dollars-and-cents basis, the firm found that 97.3 percent of its initial container investment was still useable—a tremendous saving in shipping expenses.

Explained another way, by officials of the firm manufacturing the new snap-on device, the modular panel packaging method effects reductions in shipping costs in this fashion: a conventional ply-

Left: Shipping department employee, using a hammer-claw tool, closes a modular panel box. The snap-on fastener is first hooked over the cleat located on the top panel and is then tapped into place. Right: Closeup shows claw of special tool being used to open a box. The

claw is placed flush against the cleat on the top side panel and is forced under one leg of the clamp. When the handle of the claw unit is tilted upward, the clamp comes loose and may be removed.





Under the modular panel system, reportedly, a maximum number of different box sizes and shapes are feasible. In one test case cited

by the manufacturer, 159 different boxes were created from 47 panels.

wood box—large enough to hold a table television set—for example, costs about \$6. This is the cost of the box alone. With usual packaging methods, this is a per unit expense. To ship five table model television sets would therefore cost \$30 in box units alone. The modular panel method, however, permits the shipper to spread the cost of packaging one unit over five to 10 units, they point out. Therefore, while the cost of the initial unit is higher than that of another type of box, the utilization of the MPP procedure—even allowing maximum expenditures for handling, can still result in sharply lowered shipping container costs.

Space Saver

The modular panels are expected to cut down on a firm's shipping expenses in other ways as well. Since, after use, the panels may be broken down and put away until needed again, considerable storage space for shipping units may be saved. 600 panels, reportedly, can be stored in 458 cubic feet of warehouse space. The space required by assembly boxes, equal in capacity would require 2,236 cubic feet of warehouse room, five times as much. Other important cuts in transport expenses are cited as examples. Let us say that a company operates two plants, 100 miles apart. Items flow from Plant A to Plant B—and vice versa—on a regular basis.

Under the modular panel procedure, boxes may be shipped from Plant A to Plant B; unloaded at the latter facility; "broken down"; and stored. In

a shipment from Plant B to Plant A, the "broken down" panels may be reassembled—in units meeting Plant B's specific needs—and forwarded to Plant A. The exchange, obviously, represents shipping at a high level of efficiency and vastly reduced costs.

Protective Potential

Granted that modular panel units lend a new efficiency to shipping, just how effective are they in protecting the merchandise inside them? A series of intensive experiments have been conducted to check the modular panel's ability to protect their contents.

In the first study, an oscillation experiment designed to determine the "ride fatigue" characteristics of a given container, the test box withstood

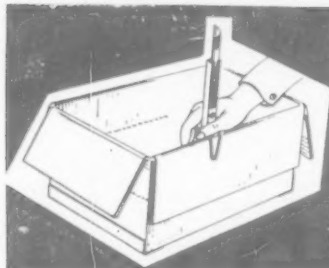
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Photos & Data Courtesy Navan Products, Inc.

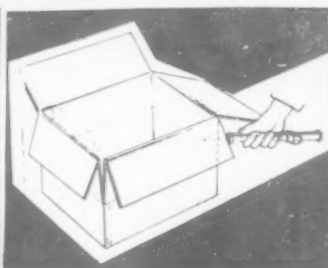
North American Aviation personnel inspect a truck load of returned box material and clamps, following use in a test shipment.



Perforating walls of carton



Slitting corners of carton



Folding flaps of carton



Carton Reducer Decreases Box Depths

DEVELOPED TO IMPROVE an important shipping room operation, a new carton reducer—capable of decreasing the depth of a container from two to 20 inches — is now available.

The device is designed to make a straight perforated line on the inside walls of the carton and enables the user to reduce the size of his container to the dimensions desired, reportedly without cutting away or weakening it.

The discarded portions of the container remain intact, serving as reinforcements. Should the need arise, the reduced carton may be rebuilt to its original size and utilized again.

A related item developed by the same firm is a flap clip, specifically created to hold down carton flaps so that they will not get in the way of the packer.

Endowed with permanently adjusted spring action, the clip is designed to fit cartons of all sizes. To facilitate application and removal, moreover, the bottoms of the outer sides of the clips

are curved and all corners are rounded.

Both the carton reducer and the flap clip come in chrome-plated heavy gauge steel.

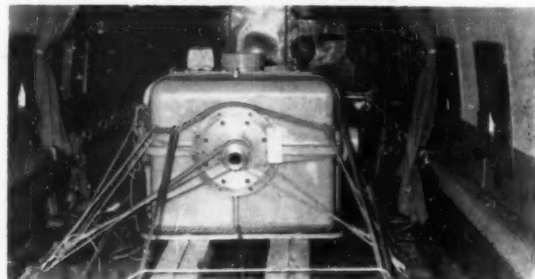
Illustrations & Data Courtesy Shipping Specialties Company.

9 Steps To An Integrated Handling Program Named

SPEAKING TO a Packaging and Materials Short Course conducted by Temple University, at the recent SIPMHE Convention & Exposition, Harold F. Jacobsen labeled the mechanization of bulk handling as a basic step in any integrated handling program designed to cut distribution costs. Other important procedures suggested by Mr. Jacobsen in his detailed talk, included:

1. Mechanizing or automating packaging
2. Combining manufacturing and handling functions
3. Unitizing for integrated handling
4. Maximizing your basic unit
5. Designing your package for space conservation
6. Designing pallets for efficient handling
7. Designing material handling equipment for efficient handling
8. Unitizing at your source
9. Utilizing your warehouse air rights

4,000 Pound Kneading Machine Gets Air Lift To London From Basle



Bulk shipment gets wings. Pictured here is a 4,000-lb. kneading machine recently carried completely uncrated on a Dakota freighter from Basle, Switzerland, to London, England. Note the timbers used to reinforce the floor area and the hemp rope and tierings used to secure the shipment.

Photo Courtesy Swissair

Shipping Management's West Coast Ad. Mgr. Wins Gold Metal

JACK O. HODGES, Shipping Management's Pacific Coast Advertising Manager, has been awarded the 1957 Space Buyers Gold Medal. The medal was presented to him last month, at the Hollywood Advertising Club, by James Speer, President of the Western States Advertising Agencies Association.

Mr. Hodges was named the recipient of the Space Buyers tribute following a "closed" poll conducted by the Advertising Register — a trade magazine — aimed at determining the Publishers' Representatives performing the most noteworthy service on behalf of their publishers and advertising agencies on the West Coast. Placed among the "Top Ten" in this survey, he was subsequently selected to receive the Gold Medal Award.

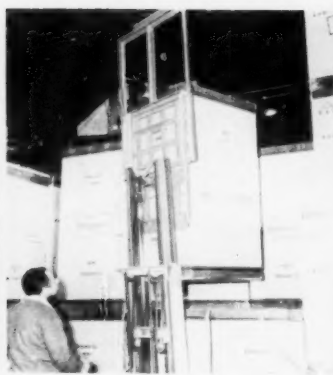
Mr. Hodges has been the Pacific Coast representative of Hoffman Publications — publishers of Shipping Management—since 1951.



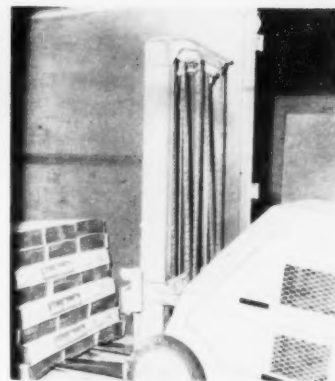
A boom and tong device has speeded up the loading of heavy dies at the Detroit Mold Engineering Co.



The Aetna Waste Paper Company has eased bale handling by welding two spikes on its truck's fork carriage.



A rack attachment now enables Paul-Jeffrey, Inc., to stack 11 cubic foot refrigerators three high.



Chiseled forks have facilitated handling of 1,680 pound units of roofing material at Hawley-Gilbert.

Home-Made Industrial Truck Devices Aid Materials Handling and Cut Costs

TO MEET THE DAY TO DAY problems of materials handling, individual plant owners throughout the country have developed many ingenious devices to speed operations and cut costs. These industrial truck operators have found that simple, home-made gadgets can extend the use of their trucks, cut down on maintenance and save time and space.

In Portland, Oregon, the Hawley-Gilbert Company, distributors of Johns-Manville products, uses their power truck with chiseled forks to handle 1,680 pounds of roofing material. The forks are lubricated with old engine oil. Then they can be inserted under the shingles and deposited on pallets, thus eliminating damage to the shingles.

Boom and Tong Attachment

In Chicago, Detroit Mold Engineering Company found it could use its Mobilift power truck to greater advantage by using a simple boom and tong attachment in place of forks. The company uses its Industrial Truck primarily for loading heavy dies on a small pick up truck. This simple attachment eliminates the block and tackle device formerly used to handle heavy molds. No pallets are necessary. The job is done quickly and inexpensively.

Another Chicago firm, the Aetna Waste Paper

Company, simplified handling of heavy bales of waste paper simply by welding two spikes on the fork carriage of its power truck. Despite the simplicity of this addition to the truck, the spikes make it possible for Aetna to handle baled waste paper and corrugated board from any axis. The spike-equipped truck saves the company thousands of dollars every year by enabling it to load freight cars to maximum weights. Through this simple solution of their materials handling problem, Aetna avoided buying a heavier, more expensive truck and a clamp attachment. Another cash saving that can be chalked up to ingenuity.

Stacking Rack

In Syracuse, New York, Paul-Jeffrey Company, Inc., a warehousing firm handling household appliances, uses a simple rack attachment to store refrigerators. Eleven cubic foot refrigerators are stacked three high. The lower lip of the rack is used for stacking two high while the upper lip is used for tiering three high. This simple attachment eliminates the need of pallets and prevents damage due to forks piercing the box. The truck operates in a much narrower aisle because no space is required to maneuver the forks. The forks can be attached, however, in the usual manner when they want to use their truck in the conventional way.

How Foresight and Effective Follow-Up Speed The "Rush" Truck Shipment

By HARVEY BERMAN

WHEN A LARGE New York City producer of electrical devices recently received a "rush" order from Boston for 2,500 switches of a special design, the company's traffic manager was immediately alerted.

The assignment he was handed was a formidable one. Urgently needed, the switches had to be at the customer's warehouse in less than 24 hours. Yet, at best — the harried traffic executive was told by his colleagues in the Production Department — it would take at least six to eight hours to manufacture the switches and another two hours to test and pack them.

At the outside, therefore, the traffic manager had about 14 hours in which to get the switches to a carrier; speed them on their way; and ensure their delivery at the Boston warehouse under the deadline set for the order.

Contacting a local trucking concern which had proven itself extremely reliable in the past, the traffic manager explained his problem. More important, he made definite arrangements — and blocked out a tentative schedule — for the pickup and forwarding of the shipment.

Beating The Deadline

Thanks to the wide-awake traffic executive's preparations, the moment the switches had been assembled and packed, they were loaded onto a waiting truck. When the last carton was aboard, the order was sent on its way — with the traffic manager painstakingly following it on each step of its journey, constantly alert to potential bottlenecks which might tie up the urgent shipment and delay its delivery.

Needless to say, the traffic chief's excellent blueprint, foresight, and handling of the order were well rewarded. The switches arrived at the Boston warehouse far ahead of schedule. And the traffic manager himself earned a glowing letter from the delighted customer and a richly deserved pat on the back from his superiors.

Actually, however, the traffic executive's feat — in overcoming seemingly insurmountable obstacles

to get an urgent truck shipment to its destination on time — was one that has been duplicated on innumerable occasions by other traffic men around the nation — transportation experts who long ago realized that effective expediting is the "open sesame" to the successful delivery of a rush order.

While the service these executives performed did not add to the monetary worth of the goods they handled, it was, nevertheless, of enormous significance in other ways.

Faced with a stern deadline, the fact that these traffic men were able to meet their shipping time limits certainly contributed immeasurably to better company-customer relations. Moreover, in so far as the traffic departments involved were concerned, effective rush order shipping once again underscored their flexibility, their capability, and their immense value to their companies.

Precise Procedure

Veterans in the field of traffic management maintain that the expediting of a truck shipment is a precise, well-defined procedure. When a shipment earmarked "urgent" is large enough to merit the use of an entire truck, the steps involved in moving it to its delivery point in the fastest possible time — while still requiring painstaking preparation — are relatively uncomplicated.

The vast majority of TL shipments today, the American Trucking Association points out, are carried by tractor-trailer equipment. Generally speaking, TL cargo is rarely transferred from one trailer to another while in transit. The tractor units, to be sure, may be switched en route for one reason or another. But, by the same token, the shipment on the move is usually left aboard the same trailer to which it was assigned at its point of origin.

TL Time-Table

The expediting of the urgent TL shipment moves into high gear the moment the goods leave the producer or distributor. Forwarded to the carrier's facilities — following a time-table that should have been worked out well in advance —

For most effective service, close carrier-shipper cooperation and joint planning are "musts" in the truck shipment. Modern trucks have the high-powered engines needed to make speedy deliveries.

it is the traffic department's responsibility to see to it that it is loaded onto an outbound truck as speedily as feasible.

Once the shipment has been assigned to a truck, it is advisable for the traffic unit to get the number of the trailer-tractor assigned to its cargo; the driver's name; and a reasonably accurate estimated time of arrival. This information should then be wired or telephoned to the consignee, so that preparations may be made to have work crews standing by and ready to unload the incoming order as soon as it arrives.

Precautions Pay Off

In addition, many traffic units — expert at expediting the urgent shipment — now find it wise to warn the driver, before he departs, that in the event of a breakdown on the road he should call the consignee or consignor immediately, so that emergency arrangements for the transporting of the shipment may be made.

LTL (Less Than Truckload) shipments, on the other hand, pose a far greater problem for the traffic manager and his aides, when time is of especial importance.

The traffic department — after setting up a tentative timetable with its carriers and overseeing the pickup of its cargo — should ask to be called as soon as its shipment reaches the freight terminal.

Terminal Tieup

The reason for this is obvious. A shipment may be picked up promptly. But once it arrives at the terminal, it may not be forwarded with the dispatch desired by the consignor. As a matter of fact, it may very well be stranded at the terminal for days — not through any fault of the assigned carrier, but because congestion at the terminal thwarts delivery or unloading.

Exact, up-to-the minute data as to where a shipment is at any given time after the pickup, therefore, is of prime value. Armed with this information the traffic department may do much to see to it that its urgent consignment is given special attention and is placed aboard the first available outbound truck.

Out of the terminal, LTL cargo requires still



further attention on the part of the traffic department. For one thing, traffic personnel in charge of the consignment should have the shipment's waybill number at their fingertips. For another, if the shipment is to be transferred en route — from one truck to another — advanced information should be obtained as to where the transfer will be made.

The "Why" Of Expediting

Endowed with this information, the traffic unit is then able to contact the truck company's agent at the transfer point; impress upon him the urgency of the shipment; and see to it that it is unloaded and reloaded as rapidly as possible — thus averting what could be a time-consuming halt in transit at the transfer point.

Many of the procedures outlined as being basic to the successful expediting of an urgent truck shipment are, of course, carried out by the truck lines themselves. Why, then, should the busy traffic manager take the time to follow up his shipment so painstakingly?

The answer is clear. As far as the rush consignment is concerned, nothing must be left to chance. Duplication of effort is preferable to no effort at all, in the event that the carrier overlooks details essential to the swiftest possible movement of the shipment.

Shipment Survey

The nation's truck lines themselves stand ready and willing to do all they can to assist the traffic manager in his expediting task. But they must be informed as to what he wants.

According to a recent survey, reported to a
(Continued on Page 32)



Annual Calendar Rush Poses Severe Demands On T.M.'s Diplomacy, Ingenuity

STRANGE AS IT MAY seem, one of the major problems of the traffic department, at least in our case, at this time of the year is, the equitable distribution of calendars throughout our company. Although the problem is not a serious one it does serve to point out some of the minor and perhaps humorous aspects of a traffic operation.

Traffic, since it is a service department, must maintain a reputation for being fair and impartial in its operations. Nothing seems to create more furor throughout a company than the inequitable distribution of new calendars.

Deluge of Requests

At this time of the year most traffic departments are deluged with calendars not only from transportation companies which include air, rail, truck, but also from suppliers who use the receiving department as a catch-all. Although our company distributes neat desk calendars to all who wish them, most personnel want a real "pretty" ornament for their office wall. If not for their office wall, they want it for their homes.

It is obvious that the expense of putting out calendars such as those distributed by the major air lines is considerable and therefore the supply must be limited. It is also the desire of the air lines that these calendars be distributed to executives who use their services. However, because of their beauty, airline calendars are on the "most wanted" list of practically every executive as well as every other employee in the company. The fact that the supply is limited

makes distribution extremely difficult for the traffic department.

As early as September of each year the traffic department

- **Problem of Equitable Distribution A Ticklish One.**
- **Test of Traffic Department's Ability to Maintain Reputation for Fairness and Impartiality.**

starts getting requests for specific calendars. In most instances the askers are told that they will get one if the supply is large enough to cover all who desire. However, we do have a regular standing list of people who year after year get the same calendar and these people must be taken care of first. To deviate from this policy is as much of a catastrophe as losing two or three carloads of merchandise.

One Company Formula

The secret seems to be to get the calendars into the hands of the legitimate recipients without others in the company seeing them. Trifling as it may sound, each year one of our personnel usually comes in on a Saturday and discreetly distributes the calendars so that others do not have the opportunity of "catching him in the act" and putting him in an embarrassing position.

Of equal difficulty is the problem of getting the calendars themselves into the hands of the

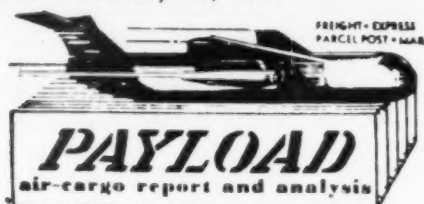
traffic department distributor. If an airline representative walks into the traffic office with an armful of calendars everyone in or near the office feels that he should receive one. In one company we know of the traffic department representative has the calendars delivered to his home so that there is no chance of "discrimination" from among his fellow employees.

★ ★ ★

While on the subject of seasonal traffic activities, I would like to point out one practice used by many of the carriers which I personally dislike. Remember this is my opinion and is not necessarily the opinion of other traffic managers. I do not like the new system of carriers giving cards indicating that a donation has been made in my name to a specific charity. This does not mean that I object to the dispensing of Christmas gifts by carriers to traffic personnel. If carriers feel that the giving of gifts is a problem then I feel they are right to eliminate them entirely providing they state that this is their policy.

However, it is my feeling that the carriers disregard the individual's feeling completely when they tell him that they have donated to a charity which they have chosen and when they have not asked the traffic employees preference. Many individuals feel very strongly one way or another toward various charities and nothing irks a person more than to be told that he has donated to a charity for which he has no use.

(Continued on Page 21)



COMBINED WITH

**shipping
MANAGEMENT**

and *The Air Shipper*

Routes ★ Services

● **ALREADY OCCUPYING 7,300 SQ. FT. OF SPACE** at N. Y. International Airport, **Slick Airways** is ready to expand to 6,000 sq. ft. more of the Idlewild Cargo Terminal on Jan. 13. Discussions now in progress with The Port of New York Authority call for some 24,000 sq. ft. of the area eventually, when Slick will have its own terminal. Idlewild is increasingly important in Slick's planning, partly because of the growing industrial importance of the Long Island area, and partly because of the airport's superior facilities for interline and international connections. Concurrently with the occupation of additional space, Slick is introducing new flights at Idlewild. Another DC-6A coast-to-coast service will be originating at the airport, and the Midwest will be additionally served with inbound and outbound flights.

● **AN ADDITIONAL SERVICE IS BEING ADDED**, as of Jan. 10, by **KLM Royal Dutch Airlines** between Houston, Texas, and Amsterdam via Montreal. The new service raises the number of KLM's DC-7C flights to and from Houston to three a week. The Wednesday, Friday and Sunday departures from Houston are scheduled for 1 p.m., local time. Two of the DC-7C services originate and terminate in Mexico City, the third in Houston.

● **PLANS TO RESTORE SERVICE ACROSS THE SOUTH Atlantic to Brazil, Uruguay, Argentina and Chile** have been made by **British Overseas Airways Corporation**, which recently completed a survey of prospects for resuming the route suspended in April, 1954, because of shortage of equipment.

Aviation Press Service

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PAYLOAD EDITOR REPORTS ON EVENTFUL EUROPEAN JOURNEY

By **LUCIEN ZACHAROFF**

● **NEXT TO FLIGHT CREWS, THE PEOPLE MOST BLASE** about the joys of air travel are, it is fair to suppose, aviation journalists. However, a group of more than 40 of us — the U. S. and Canadian members of the International Society of Aviation Writers — returned last month from the first European convention of our organization, with enthusiasm rekindled to a degree more usual in the newly initiated passengers exposed to a particularly VIP treatment from the air carrier. Credit for this rediscovery that life can be beautiful for the long-distance passenger must go to the **Scandinavian Airlines System**.

THE LARGE NORTH AMERICAN ATTENDANCE at the ISAW convention in Stockholm — indeed, the convention itself — became possible because SAS transported the U. S.-Canadian contingent across the Atlantic in DC-6 aircraft which were being ferried between Europe and a modification center in Tucson.

AFTER MEETING OUR COLLEAGUES from other parts of the world, together we proceeded to inspect the operating, manufacturing, and military facilities of European aviation — in Sweden, Norway, Denmark, France, and elsewhere. The formal part of our itinerary was over toward the end of November, and for the next 10 days or so we were on our own, the only condition imposed on us that we converge on Copenhagen on the day of our return flight to Idlewild. Some of us took off for England, others dispersed over the Continent. Some continued first-hand studies of aviation developments, others went in for plain and/or fancy tourist sightseeing, shopping, and sundry pursuits.

SOME OF THE HIGHLIGHTS OF THE EUROPEAN interlude, both on the group and personal agenda, are sketchily outlined below. The omissions

(Continued on the next page)

Editor's Report On Europe

BY LUCIEN ZACHAROFF

(Continued from the preceding page)
from this report - and they are many - are due to lack of space in this overcrowded newsletter rather than to lack of merit in the events and experiences so summarily consigned to obscurity.

* THE MOST VIVID IMPRESSION OF THE TRIP is that of SAS hospitality. The solicitude on the part of personnel, from the top management down through the ranks, the superbness of food and drink, and the rest of the material ministrations were matched only by the spirit in which this largesse was provided. It was this spirit that raised what in any event would have been a great business-and-vacation trip to the level of High Adventure. We basked in the heart-warming neighborliness and other desiderata of fruitful human relations.


MUCH AS WE REVELLED IN THE SAS atmosphere, other lures abounded in and about Stockholm and the rest of Sweden, and we tried to give them their due. Not the least of them was the Royal Opera and its equally splendid ballet branch. I haunted the opera house every evening that was free from formal group arrangements. (Two weeks later, the Royal Theatre in Copenhagen, with its opera and ballet offerings, proved as potent a magnet. Still later, during my German detour, the operetta house in Hamburg drew me.)

IT SHOULD BE EASY TO SEE WHY THE EDITOR on this tour found it hard to keep his nose to the grindstone. To return momentarily to aeronautical affairs, and more specifically to major Scandinavian airports, they gave every evidence of competent and adequate preparation for the age of jet flight. Their growing maintenance facilities are geared for the advent of jet transports, as are the prevailing views of governments and private interests concerned.

* A SPECTACULAR INSIGHT INTO MILITARY AVIATION was furnished on our journey to the Tullinge Fighter Station. The major part of the Royal Swedish Air Force consists of fighter units. Although there are no strategic bomber units, the defense plans are not based on passively waiting for an enemy to invade. Strategic mobility is clearly the guiding concept of Swedish military philosophy, as we learned during the briefings by keen-witted staff officers and from special film showings. The Air Force

has been built up on the principle of maximum combat power in the air and minimum ground base organization.

AT TULLINGE, THE FIGHTER AIRCRAFT ARE HOUSED in rock shelters, impervious to atomic bombing. Crews man the planes around the clock, ready for instantaneous takeoff on automatic signal. A demonstration of this readiness left us gasping at the speed and flawlessness of the performance. The officers, from the Commanding General down, were splendidly trained professionals, usually with a broad cultural background. They speak English fluently, as do a great many Scandinavians in all walks of life, and often have a command of other European and non-European languages.

SHOWN BELOW IS COMMANDER-IN-CHIEF, RSAF, Lt.-General Axel Ljungdahl. 




* TO SEE HOW JET AIRCRAFT AND OTHER EQUIPMENT for the Air Force were produced, we took a train to Linköping. Incidentally, we learned that Swedish railways are most comfortable.

The trip to the cultural and administrative center of the province of Ostergotland was at the invitation of Svenska Aeroplan Aktiebolaget or, more familiarly, Saab. This firm's vast manufacturing facilities are housed deep under the earth's surface.

WE VISITED THE UNDERGROUND ASSEMBLY LINES, the company airport and control tower. At the hangar tarmac, we witnessed demonstrations and air displays. Most impressive! To round out a full day, before entraining for Stockholm, the Editor made a pilgrimage to the Linkoping Museum, filled with archeological and art displays, and to the ancient Vreta Abbey Church.

WITH MORE THAN 8,000 AT WORK, including a large staff of technicians, Saab's activities embrace development and production of military and civil aircraft and accessory equipment. At this writing, the company is in large-scale production of Saab-32 Lansen, a two-seat transonic jet in such versions as all-weather attack (A 32A), night fighting (J 32B), and photo-reconnaissance (S 32C). Entering large-scale production is the new supersonic all-weather jet fighter, the Saab-35 Draken, which will replace the Saab-29 in the Air Force. Also in production is the Saab-91 Safir three- or four-seat trainer and tourer. The company is active in the guided missile field.

RAPID EXPANSION IS TO BE SEEN AT SAAB into the making of automobiles, which are in vogue at home and in export markets, notably in the U. S. The export of the Saab car to the States began at the end of 1956; by the end of 1957, about 1,700 were on the U. S. highways. The 1958 target is 3,600 units for the U. S. A total production of 24,000 automobiles has been planned for 1960 - that's double of today's. We took a delightful cross-country ride in a 1958 model (for details, see the photo ).




* AMONG THE NATIONS CLAIMING TO BE THE CRADLE

of modern aviation, France calls attention to her son, Clement Ader, the first man ever to have left the surface of our planet in a heavier-than-air machine and to have effected that exploit in 1890. He, say the French, was the father of world aviation. Today, the period of postwar recuperation well behind them, the French aeronautical industries are hitting their stride. In 1957, there were 21 member companies in the Union Syndicale des Industries Aeronautiques, of which 15 were constructing airframes and six were producing power units.


IN TOULOUSE, WE WERE THE GUESTS OF FRANCE'S biggest aircraft maker, Sud-Aviation. It has at its disposal more than 544,000 square meters of roofed-in space and employs 22,000 people. The company is assembly-producing the already famous Caravelle, medium-range jet transport. Other types are in production, from the Alouette helicopter to the Durandel supersonic delta wing in two prototypes. Like a number of other French manufacturers, Sud-Aviation has a busy department for guided missiles.

THE CLIMAX OF OUR GET-ACQUAINTED-WITH-THE-Caravelle day came when we boarded one and it wafted us from Toulouse to Paris in 55 minutes; we cruised at 510 mph. at an altitude of more than 29,000 feet. The luxuriously appointed interior with a uniquely relaxing lighting system, delightful background music, champagne and other refreshments helped to promote the feeling that we were riding the wave of the future. The faster the Caravelle flew, the less noise and vibration was present; at its cruising speed, none of either was felt in the cabin. The Editor thought of his otherwise most appealing residential community of Brooklyn Heights, where dwellers in private homes and apartment buildings are daily made aware of the rumblings of subway trains in the tunnels which connect us with Manhattan Isle.

THE CARAVELLE IN FLIGHT IS SHOWN BELOW. 



(Continued from the preceding page)

IN THIS PHOTO, THE FUSELAGE of Sud-Aviation's third production Caravelle - first of six ordered by SAS - moves on schedule from jigs to final assembly line. In background is fuselage for second production Caravelle, to be delivered to Air France in December, 1958. The first production model, now taking shape at Toulouse, will fly in March and will also be delivered to Air France in December of 1958. 



IT WAS NOT WITHOUT RELUCTANCE that I left Toulouse, which deserved a much longer exploration. During the Middle Ages it was the literary and artistic capital of all southern France; with its present museums, it is still one of France's and Europe's great art centers. Extensive use of brick in its architecture produces a unique effect on the visitor: Toulouse has been described as a rose-red city. The foremost of its 13 churches, the basilica of St. Sernin, is a stunning masterpiece of romanesque art, dating to the 12th and 13th centuries.

BUT THAT MAGNET FOR ALL TRAVELERS, Paris, was calling. It was a summons that would not be denied. Yet, after all that has been said, written, and sung about Paris, what can one add in the few lines herein available? !!!


* THERE WAS, TOO, THE PARIS OF THE NORTH - Copenhagen. Its charm could be felt throughout the city founded in 1167 by the warrior Bishop Absalon, in the modern suburbs, the historic waterfront, the distinctive downtown shopping areas, the palaces and castles, the theaters, and, yes, in the smorrebrod (the hundreds of varieties of open sandwiches, each buried under several ingenious and delectable layers of filling, on which the rich and the poor Danes alike seem to live at any hour of

People & Places

• REASSIGNMENT OF TRAFFIC-SALES PERSONNEL at Pan American World Airways has resulted in the following appointments: **Richard J. Abbott**, now district and sales manager at Port au Prince; **Bruce Andrew**, district traffic and sales manager at Panama; **Charles E. Maher**, assistant district traffic and sales manager at San Juan.

• NAMED TO THE AERONAUTICS COMMITTEE and re-elected a director of the **National Industrial Traffic League**: **Charles C. Miller**, manager of the transportation department of the San Francisco Chamber of Commerce.



 AN ODD USE OF A CARGO AIRCRAFT: Stewardess Janet Thurlwell awaits guests in the cabin of a DC-6A recently converted, for one morning, into a dining room, where **United Air Lines** served breakfast to 47 officials of foreign airlines on the occasion of announcing its new international cargo program.

the day and night - and that's how I lived to conform to an irresistible custom).

* SKELETONIZED AS THIS REPORT HAS BEEN, it has not touched on the Editor's visit in Germany, especially in Hamburg, Dusseldorf and Cologne, on the trip by boat to Malmo, the third largest city of Sweden, nor on the attention-arresting aspects of Norway. Perhaps we should resume this recital in some future issue - if at all possible, after another call on our good air neighbors. Skål!

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Listen, Mr. T. M.

(Continued from Page 16)

Quite frankly the cards bearing this "important" message are for the wastebasket as far as I am concerned. It is my feeling that this is a very impersonal way of showing appreciation to a traffic department employee. If a carrier does not wish to give gifts let him show his personal appreciation by dropping in for just a moment to say hello to the traffic manager.

It is my opinion that a carrier that resorts to the so-called "charity" method of dispensing with Christmas obligations shows a weakness in organizational approach which could conceivably indicate a similar weakness in its methods of operations. Certainly there are many, many other ways of expressing gratitude in case one does not wish to make a tangible gift.

CORRECTION

In an article dealing with the 34th annual Associated Traffic Clubs meeting, which appeared in our November, 1957 issue, the names of Commander Raymond P. DeGroote and R. Paul Yellen were transposed beneath their photos.

They should have appeared as follows:



R. PAUL YELLEN
Treasurer & Ass't. Secretary, ATC



Cdr. RAYMOND P. DeGROOTE
SC-USNR, New Secretary, ATC

MEN — METHODS — MATERIALS



No mystery as to the whereabouts of your cargo shipped by BOAC air freight. The waybill number can be checked at all times. Contact your Cargo Agent or nearest BOAC office. No cargo problem is too tough for BOAC to handle!

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General Sales Agents for Qantas
Australia's Overseas Airline

BRITISH OVERSEAS AIRWAYS CORPORATION, New York, Chicago, Detroit, Philadelphia, Washington, Boston, Dallas, Miami, San Francisco, Los Angeles, Montreal, Toronto, Vancouver, Winnipeg . . . for more details check #8 on HELP-O-GRAM card.



STOP GUESSING AT TAPE LENGTHS

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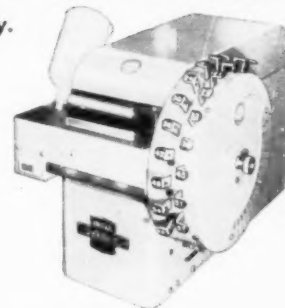
automatic *Electric* CLIP-A-TAPE

Measures and Cuts up to 105" Accurately.
No more "guess & mess".

Offers Unequalled Speed — exclusive Selecta-matic keyboard.

Allows two operators to work side by side without conflict.

Other Time and Tape-saving Features, too! Including thermostatically controlled water heating unit, easy tape reloading, adjustment for greater tape widths up to 4", non-rust materials where rust and corrosion attack ordinary tape dispensers.



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TUNING IN



Transportation Association of America Meets Jan. 14-15 In Chicago's Hilton

Virtually all facets of U.S. transportation were slated to share the spotlight on January 14 and 15, at the annual meeting of the Transportation Association of America in Chicago.

Theme of the two-day session — being held at the Conrad Hilton Hotel — is, "A Strong Transport System Makes a Stronger America."

Among the speakers discussing this topic at the TAA gathering are American Farm Bureau Federation President Charles B. Shuman and a leading member of the National Agricultural Cooperative Transportation Committee; James F. Haley, president of the National Defense Transportation Association; and George K. Whitney, chairman of the TAA's Investor Panel.

Others participating in the discussion are Braxton B. Carr, president of the American Waterways Operators, Inc.; James F. Pinkney, General Counsel, American Trucking Associations; C. M. Roddewig, president of the Association of Western Railways; and John E. Stephen, General Counsel, Air Transport Association of America.

Some of the organizations taking part in the annual meeting include: Air Transport Association of America; American Merchant Marine Institute; American Short Line Railroad Association; American Trucking Associations; American Waterways Operators; Association of American Railroads; Association of American Ship Owners; Committee for Oil Pipe Lines; Freight Forwarders Institute; Lake Carriers' Association; and the National Association of Motor Bus Operators.

Richard L. Bowditch, Vice President of the Transportation Association of America, is to serve as chairman of the 1958 gathering.

Midwest Transport Problems Aired At Shippers Advisory Board Meeting

The 1958 transportation outlook for the midwest region was thoroughly explored by more than 300 shippers, receivers, and carriers of freight from five states at a recent meeting of the Trans-Missouri-Kansas Shippers Board.

Principal speakers at the two-day session included Charles G. Arps of the public relations division of the Allis-Chalmers Mfg. Co., and Ralph E. Clark, manager of the closed car section

of the Car Service Division of the Association of American Railroads.

Mr. Arps addressed a joint luncheon of the board. Mr. Clark, on the other hand, reported on national transportation conditions at the general business session preceding the luncheon.

Presiding over the two-day gathering was J. C. Iselin, general chairman of the board and general traffic manager of the Wood Treating Chemicals Company.

The opening day of the shippers' meeting was devoted to committee forums, during which shippers, receivers, and representatives of carriers participated in roundtable discussions dealing with problems and progress in the transportation field.

Addresses and the reports of committee chairmen marked the closing day's sessions.

Capacity Crowd Attends Eastern Division SIPMHE Dinner Meeting

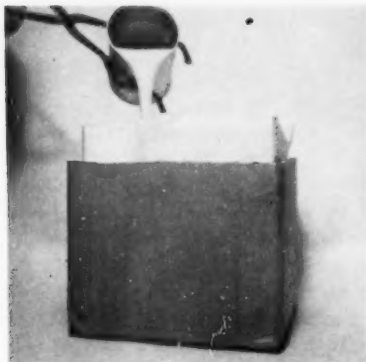
Unveiling some of the latest developments in packaging, a score of firms presented and discussed their wares at the December dinner of the Eastern Division of SIPMHE in New York. A



Seen at the SIPMHE Eastern Division Vendors' Night, were, in the usual order: John Mount, newly elected national president of SIPMHE, and former Division President; Mrs. Elaine Pitts, the only woman who enjoys the distinction of high office in SIPMHE, president of the Chicago Division, and Jules Puchy, president of the Eastern Division.

combination "Vendors Night" and Christmas party, the meeting was a smash success. Before dinner, an enthusiastic capacity crowd—one of

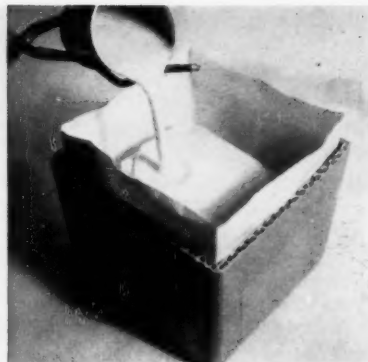
(Continued on Page 26)



Small quantity of foaming liquid is poured into carton to form base on which article will rest.



Wrapped electrical instrument is placed on the base.



Foaming liquid is poured over wrapped package.

Liquid Plastic Foam Can Reduce Packaging Costs To A Fraction

By FRED D. JOHNSON

LIQUID PLASTIC MATERIALS which foam during their setting make ideal packaging materials. They totally enclose the object in an impact absorbing substance. They are tough and chemical resistant. They can be made waterproof. Packaging labor costs could, in many cases, be reduced to a fraction by their use. Most are proof against mildew, insects and vermin.

Why have these interesting products had little success in packaging? Up to now, necessary foaming methods have discouraged their use. Some of them produced toxic fumes during setting and in many cases raw materials cost were prohibitive.

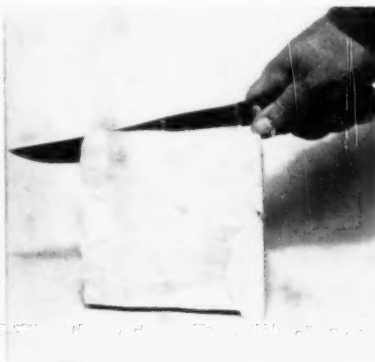
Recently newcomers to the field have largely overcome these problems. One of these is the

isocyanate foams. Though still very new to North America, they have been the subject of large investment in physical plants by three of the world's largest chemical companies, Bayer of Germany, Monsanto of U.S.A., and DuPont.

Properties of isocyanate foams are usually variable from feather-like softness to rugged lightweight stiff foams. The rubbery types have twice the tensile strength of rubber foams at half the weight. The packaging type foams are blended at room temperature as two syrupy liquids. They combine chemically to set, generating gas and bubbles as they do so. They have good heat resistance, withstanding up to 300°F with ease. They char when exposed to open flame, but



Foam rising above package is trimmed off before shipping.



The foam package is cut open with a knife . . . to reveal the encapsulated instrument within.



usually extinguish themselves when the flame is removed.

The isocyanates, also called polyisocyanates, urethanes and polyurethanes, vary from 2 pounds to 20 pounds per cubic foot in density. Only the semi-rigid or rigid types are of possible value as foamed-in-place packaging. The rubbery types are too tricky to handle, and only foam open cell foams which absorb water. They would foam excellent inside wrap-around cushioning, however.

Low Density Isocyanates Very Tough

Even the low density isocyanates, which are lowest in cost and most useful as packaging, are very tough and this often makes them hard to open as a package. They will be most suitable for reusable foamed packages which are molded as two halves. They could also be used as a dipped-on or sprayed outer foam layer over an inner package.

Isocyanate foams are a little more costly than other foams. However, they have much potential value as foamed packaging for expensive merchandise where they are lower in cost than other designs used now. In older products there was a toxicity hazard from fumes. This has been removed though masks are recommended where they are sprayed.

Phenolics Are The Oldest

Probably the oldest of the room temperature foaming plastics are the phenolics. These have been offered for packaging purposes under the trade name Bakelite. They were made as very light weight (1½ to 2 pounds density per cubic foot) material. They were competitive on a cost/volume basis with excelsior. This resulted in savings in shipping charges.

These products never reached prominence because of the excessive speed of reaction and the liberation of choking formaldehyde gas during the reaction. Foaming took place in a matter of seconds after initial mixing, often so fast that it couldn't be transferred to the foaming chamber. Without powerful ventilation, the working area soon become untenable.

Noxious Formaldehyde Eliminated

New products soon to be released do not generate noxious formaldehyde during curing. Mixing techniques are available which overcome the liquid transfer problem. The products are low in cost and have much promise as foamed-in-place packaging. We were told of one producer, who will soon be extruding continuously foamed ceiling tile from this new product. Such an operation is much more complex than foaming for joint-free packaging. Being reasonably cuttable, such packaging would not be difficult to open.

There are several liquid resinous materials which can be made to foam by heating after add-

New Storage Warehouse To Contain 225,000 Sq. Ft.

EDGAR'S WAREHOUSE, INC., has broken ground in Toledo, Ohio, for a new warehouse. To contain 225,080 square feet of space, the unit is scheduled for completion in the spring of 1958 and is expected to cost \$1,250,000. It will be utilized for general merchandise warehousing and will bring the company's total number of warehouses to 15.

Of one-story construction, the new building—840 x 280 feet in area—will occupy a 7.73-acre site adjacent to a railroad yard. Its walls will be of poured concrete with black columns, and aluminum, designed to make an attractive appearance and keep maintenance cost down, will be employed extensively. A security fence will enclose the property, which will be floodlighted at night for additional protection.

The Toledo structure moreover, will be equipped with 10 truck and 10 railroad doors. A train well in the building will handle 10 cars, with additional facilities for 10 other cars outside.

ing catalysts. Best use of them requires that the mold container, which may be a cardboard box, should be heated beforehand. Also the product encapsulated should be able to withstand the heat of boiling water. The product, as with the foams above, is wrapped before packaging. The product should trap as little air as possible. Upon heating, this air can expand, forming large voids in the package.

Liquid Epoxy Resins Foamed For Many Uses

Published literature is available describing how liquid epoxy resins can be foamed for many uses. Other resins which cure rapidly when heated with a catalyst are theoretically useful, too. These, like the epoxies, would be heated to about 215°F when the catalyst and foaming agent is added. The foaming agent may be finely powdered ammonium carbonate or a product commonly used for the purpose called Celogen. Foam helpers, such as small quantities of solvent and wetting agents are also commonly added.

When the mixture is made, chemical action with the catalyst causes extra heat to be generated while the liquid goes from a liquid to gel to solid. It quickly gains a temperature of about 250°F where the foaming agent turns to gas. In the final seconds of curing, the mass becomes filled with tiny bubbles which causes it to rise like bread. Liquid resins which show promise, in addition to epoxies, for this purpose are polyester resins, styrene, acrylics and methacrylics.

Foamed-In-Place Plastics

There is a tremendous potential for foamed-in-place plastics. Delicate mechanical equipment and
(Continued on Page 26)

NEWS- PROMOTIONS of companies and associations

ENTIRE OPERATION of Sparton Tri-Belt Freight Car Loading System has been transferred from Jackson, Mich., to Sparton Corp., Allied Steel



Sparton's New Detroit Plant.

and Conveyors Div., at Detroit. Warren E. McKittrick will take over management of Tri-Belt activities; W. R. Murphy will assist him; and W. Bradley Gilkey and David D. Wood will head up sales force. E. J. Burkart, TM of Sparton Corp., will aid in direction of test loads and help shippers in solving problems . . .

RE-ELECTED: William T. Faricy to chairman of the board and chief exec officer of the Assn. of American Railroads. Daniel P. Loomis was re-named president and chief administrative officer. . . . Assn. also elected William M. Keller VP of research. Had been ass't VP in the operations and maintenance depts . . .

FIVE NEW DIRECTORS elected to board of directors of the New York Board of Trade, Inc., at 85th annual membership meeting were: Kenneth P. Steinreich, pres. of Jacob Ruppert Brewery; J. S. Seidman, partner on Seidman & Seidman; F. M. Schwemmer, pres. of Pharmaco, Inc.; William W. Huisking, VP of Charles L. Huisking & Co., Inc.; and Charles W. V. Meares, VP of the N. Y. Life Insurance Co.

APPOINTED: Robert R. Williams as a sales engineer for the Trane Co.'s sales office in Pensacola, Fla. . . . Six new regional managers and eleven new district managers to head regions newly created by the Signode Steel Strapping Co. Move was made to strengthen company's growing sales organization. . . . Donald D. Spurr to ass't gas truck sales manager of Yale

Materials Handling Div., The Yale & Towne Mfg. Co. . . . J. D. Sandlin as district fleet maintenance supervisor at Pacific Intermountain Express, Seattle terminal . . .

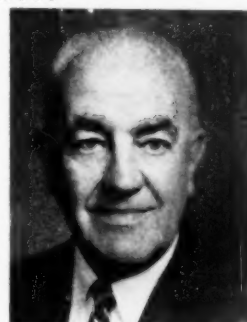
SCHOLARSHIP of \$250 was awarded James W. Riffenburgh under annual program established by Pacific Intermountain Express to encourage and aid students studying transportation. Riffenburgh is senior at So. Calif. U., majoring in business administration.

PLANT EXPANSIONS: Morningstar, Nicol, Inc., has acquired plant and facilities of Haberland Mfg. Co. in Clifton, Ill., in exchange for Morningstar common stock. New facilities will be operated as the Haberland Div. of Morningstar, Nicol, Inc.

TRANSFERRED: George A. Delbos, head of Boston office of C & D Batteries, Inc., for the past eight years, to the Detroit area. Will be in charge of the Packaged Electric Power

Co. — new Michigan office of the Conshohocken, Pa., firm . . .

PROMOTED: William L. Carley, Yale industrial lift truck sales department employee for more than four years, to a position as assistant to sales manager. Is veteran of five-years service as an electronics specialist . . .



ROBERT CONNERS

RETIRES: Robert N. Conners, 28 exec VP of the Chase Bag Co. Will
(Continued on Page 31)



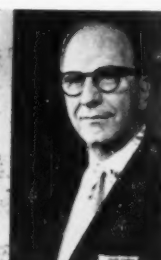
C. J. DACOSTA
CLEVELAND
DETROIT



Y. E. NOON
BOSTON
BUFFALO



R. E. JACOBS
ST. LOUIS, NEW ORLEANS
KANSAS CITY, MEMPHIS



S. M. SALOMON
PITTSBURGH



J. R. WILLIAMS
CHICAGO, MINNEAPOLIS
INDIANAPOLIS, MILWAUKEE



A. J. LINK
SAN FRANCISCO
LOS ANGELES, PORTLAND



A. PEARSON
NEW YORK, PHILADELPHIA
BALTIMORE, NEWARK



M. L. FAGIN
CINCINNATI
ATLANTA

New Signode Steel Strapping Co. appointees mirror firm's growing sales organization. See announcement at left.

Liquid Plastic Foam

(Continued from Page 24)

expensive, corrosive or inflammable liquids are a few examples of types of products which could benefit from them. Newer developments in the field deserve the interested attention of everyone in the packaging business.

Sources for proprietors materials mentioned in Mr. Johnson's article are as follows:

Isocyanates: Mobay Chemical Co. of New Martinsville, Virginia.
E. I. du Pont de Nemours Co. Ltd., plastic division.
Expoxies: Shell Chemical Co., Ltd., division of Shell Oil Co. Ltd.
Bakelite Corporation, Ciba Company, Inc.
Polyesters: North American Cyanamid Co. Ltd.
Naugatuck Chemical Co., division of U.S. Rubber.
RRohm and Haas Co. Ltd.
Reichold Chemical Co. Ltd.
Styrene: Dow Chemical Company Ltd.
Koppers Company Inc.
Acrylates and methacrylates: E. I. du Pont de Nemours Company, Ltd., Plastic div.
Celogen: Naugatuck Chemical Co., Division of U.S. Rubber.

SIPMHE Vendor's Night

(Continued from Page 22)

the largest ever to attend an Eastern SIPMHE gathering—made the rounds of the booths set up by vendors and brought themselves up-to-date on packaging products and services.



From faraway Finland comes a packaging engineer to study American testing and containerization methods. Here for this year is Johan Selin, left, who is studying at Container Laboratories. He and Peter J. Hakim, Project Engineer, were snapped at a recent N. Y. SIPMHE meeting.

During the meal spokesmen for the companies presenting their wares addressed the group. Mr. Benjamin T. Brooks, Jr., Treasurer of the Eastern Division of SIPMHE acted as master of ceremonies. Door prizes were also awarded at the dinner.

In addition to the regular local SIPMHE membership present at the event, the meeting was also attended by John Mount, national president of SIPMHE; C. J. Carney, Jr., managing director; and Edward C. Gripenkerl, regional director.

First Annual Conference to be Held by New Jersey MHS Chapter

The New Jersey Chapter of the American Material Handling Society will hold its first annual conference and exposition on February 5, in Newark, New Jersey. The day-long meeting will feature a material handling display, plus a series of discussion sessions covering a wide range of plant handling problems and practices.

Research & Development Plans For Wooden Pallets To Be Discussed At Florida Meeting

The Hollywood Beach Hotel in Hollywood, Florida, will play host to the 11th Semi-Annual Meeting of the National Wooden Pallet Manufacturers Association next month. More than 100 persons are expected to attend the three-day session, being held from February 2 through February 4.

The gathering will review the progress made by the NWPMA's expanded Trade Promotion Program; will discuss research and development plans for the wooden pallet industry; and will adopt a set of procedures to be followed under the NWPMA approved tests for evaluating pallets.

It will also consider the 1958 budget for NWPMA and elect officers and directors to serve during the coming year.

Snap-On Clamp

(Continued from Page 11)

some 153,270 oscillations before failure—an excellent showing. In a rugged drop test, the modular box again demonstrated its capacity to "take it," far beyond what is normally expected of a container.

Test Shipments

Finally, two containers secured with snap-on fasteners were shipped from Los Angeles to Fresno, California, and two from Los Angeles to Columbus, Ohio. The containers shipped to Fresno contained aircraft parts weighing 252 pounds gross. Package density was 29.2 pounds per cubic foot—about four times the average density of packaged airframe parts. And the mode of transportation utilized was truck. What happened? Both of the units forwarded to Fresno were returned to Los Angeles in perfect condition. What's more, shipping personnel in Fresno reported that they found the handling, opening, and closing

(Continued on Page 32)

EXCLUSIVE !

Shipping Management's Coverage of the Annual Meeting:

Transportation Association of America
Our Staff will report—

You'll Read it in the —

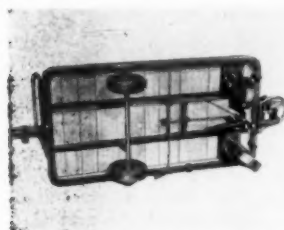
FEBRUARY, 1958 issue of S. M.!

NEW PRODUCTS IDEAS SERVICES

FOR JANUARY, 1958

Lightweight Tractor

Designed for use either with a towing tractor or with an in-floor dragline system is a new trailer now on the market. Heavyduty, lightweight fabricated steel automatic couplers are provided at both ends of the unit for hooking up to tractor and other trailers. The in-floor coupler for dragline service, on the other hand, is designed for release by foot pedal from either side of the trailer.



A product of the SI Handling Systems Division of Safety Industries, Incorporated, the trailer embodies angle iron construction for maximum deck strength; durable hardwood platforming; engineered placement of wheels for ease of handling and tracking ability; round corners and smooth sides to prevent damage to materials or injury to personnel; and quality casters and wheels, with pressure lubricated bearings.

(Check 45 on card facing Page 6)

Advertising Giveaway

A miniaturized 55-gallon drum, which serves as a coin bank and advertising giveaway for manufacturers selling their products in drums, is now available from George D. Ellis & Sons, Incorporated.

The attractive, sturdy drum bank—for use in the office or at home—can be lithographed with a manufacturer's own wording, colors, and designs, so that customers will be reminded of the company and its products.

A slotted top permits the deposit of coins as large as a 50c piece. The bottom is removable so that the contents can be taken out without destroying the bank.

Two and one quarter inches in diameter and 3 1/4 inches high, the

Cushions For Dunnage

Inflatable cushions for dunnage have been developed by the New York Rubber Corporation. The new units, according to the manufacturer, are so easy to handle that one man can

that the correct number of inflatable cushions may be selected. During the second phase of the operation, the cushions are partially blown up. Finally, the cushions being employed are placed in position and inflated to the



Shipper preparing inflatable cushions for dunnage.

quickly place and inflate them in a fraction of the time required to build wooden bulkheads or place other types of dunnage.

Under the system evolved for use of the "Brace-fast" units, the space between lading is first measured, so

full recommended pressure.

Once in place, it is claimed, the inflatable cushions hold tight while in transit, absorb impact shocks on stops and starts, and sharply reduce damage to shipments.

(Check 46 on card facing Page 6)

drum bank may be made to order in large or small quantities.

Ratchet Lever Jack

A ratchet lever jack, devised to speed the unloading of lumber pallets from railroad cars at lumber or



freight yards, has been unveiled by the Joyce-Cridland Company. The jack—a Model 1928AX—is said to be

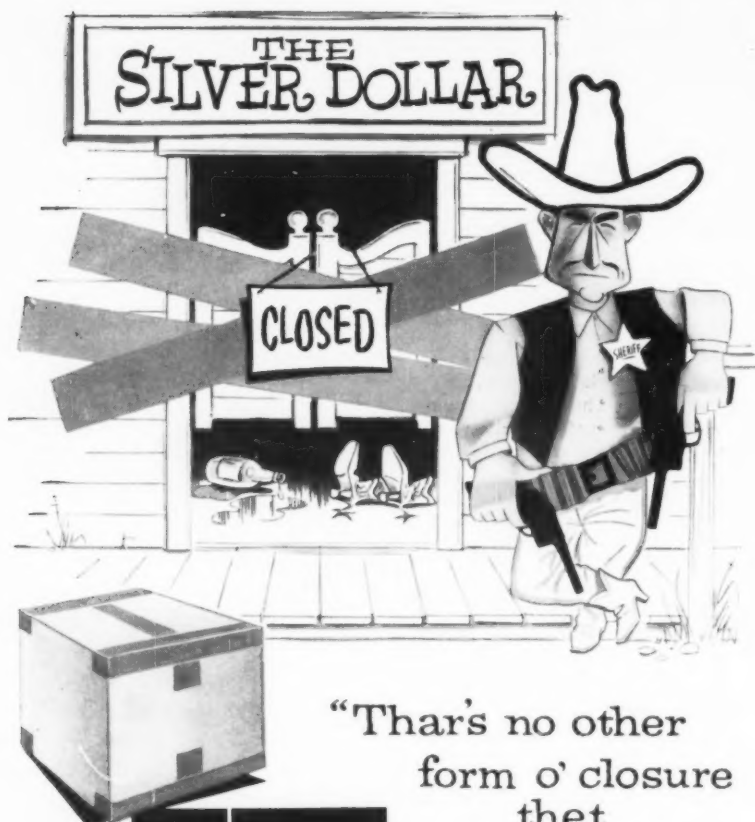
particularly useful for yards not equipped with complete mechanical unloading equipment for their rail spurs and reportedly is a low-cost substitute for additional fork truck or other handling equipment used for unloading at all yards.

The jack is equipped with a toe lift to which a 40" steel angle is welded. The angle is inserted under one end of a lumber pallet and the load is raised until two pipes or cylinders can be placed beneath it. When this procedure is completed, the pallet may then be rolled to the car door for transfer either to a truck bed or fork truck and eventual placement in the yard.

The new device is a standard, single-acting, automatic-lowering jack. It stands 28" high, has a 19" rise, weighs 98 pounds, and has a 15-ton capacity.

(Check 47 on card facing Page 6)

(Continued Next Page)



"Thar's no other
form o' closure
thet
does th' job
so well as
gummed tape,
podner!"



The Brown-Bridge Mills, Inc., Troy, Ohio

New York, 6 East 45th St. • Chicago, 608 S. Dearborn • Philadelphia, 315 Clwyd Road, Bala-Cynwyd, Pa.
St. Louis, 4378 Lindell Blvd. • Ft. Worth, 2416 Cullen St. • San Francisco, 420 Market St.

... for more details check #10 on HELP-O-GRAM card.

New Products

(Continued from Page 27)

Telescoping Conveyor

The loading and unloading of vans and trucks can be greatly expedited, reports the Wilkie Company, thanks to a telescoping conveyor — featuring cantilever construction—developed by that firm.

The conveyor is available in two or three telescoping cantilever sections. A two-part model may be extended up to 18 feet, while a three-section unit extends up to 30 feet.

According to the manufacturer, the cantilever construction of the newly

released conveyor is ideal for handling tasks involving short vans and drop-frame trucks. The absence of legs beneath the extension sections is said to make the unit easy to maneuver inside the body of a truck and the general construction of the device reportedly speeds and simplifies loading and unloading operations.

Produced in 12, 18, and 24 inch widths, the telescoping conveyor can be equipped with wheels or rollers. Should gravity operation be undesirable, moreover, the unit may be endowed with a live roller and power belt system.

(Check 48 on card facing Page 6)

Portable Elevating Trucks

A new series of portable elevating trucks has been announced by the American Pulley Company. Known as the "Champion Series," the battery-powered or pedal-operated trucks feature a 24" x 25" steel platform, which can be raised or lowered by a hydraulic-lift mechanism.

Battery-powered units are available in four lifting heights — 58", 70", 82", or 94" — and have a lifting capacity of 1500 pounds. The pedal-operated trucks will lift to 46", 58", 70", or 82", and have a capacity of 1000 pounds. Both styles roll on ball-bearing wheels and have positive-acting floor brakes.

Spray Ink

Described as far more economical and convenient to use, Faymus Spray Ink is now being packaged in an



aerosol can — eliminating the need for a stencil brush. A ball bearing sealed within the container is assigned to keep the ink from drying out or lumping. And according to the producer, the design of the aerosol can allows for cleaner, faster, and more even stencil inking. Manufactured by the Faymus Division of Bankers and Merchants, Incorporated, the ink is available in green, blue, red, black, and tan.

(Check 49 on card facing Page 6)

Airline Scale

A NEW shipping room scale is now being marketed. Already being utilized by American Airlines, the dial of the "four-way reading air transport scale" may be viewed from four different locations by airline baggage agents and passengers. Employing a "four-way"



scale, moreover, two baggage employees may operate with one scale between them.

A unique "warning" system is said to further enhance the unit's utility

in luggage processing. When the bags being weighed are 40 pounds or less, a green light on the scale goes on. If the luggage being weighed is over 40 pounds, however, a red light flashes on the face of the scale and a bell is activated, alerting the employee behind the counter to the baggage's excess weight.

(Check 50 on card facing Page 6)

New Literature

Personnel Mgr.'s Checklist

100 Suggestions for Hiring & Holding Help is a new publication offered by Manpower, Inc. It provides a handy checklist for anyone concerned with procuring personnel and reducing employee turnover. Six pages are devoted to questions which help the reader analyse his method of operation.

(Check 51 on card facing Page 6)

Unloading Chart

Designed to be tacked on to lumber packages in box cars, is Signode Steel Strapping Co.'s unloading chart. The 17" x 22" sheet contains a table of weights of NRLDA recommended 48" x 32" packages for the 10 most common species in 7 lengths from 8' to 20'. Twenty-two illustrations show what equipment to use and how to utilize it in unloading lumber packages.

(Check 52 on card facing Page 6)

Metal Stitching Booklet

Metal Stitching, A New Idea in Fastening is a new booklet now available from the Acme Steel Co. It consists of 16 pages of detailed information on stitching metal to metal or metal to non-metallic materials. Several typical applications are illustrated. Specifications for the manufacturer's stitchers are given, along with their pictures and detailed drawings.

(Check 53 on card facing Page 6)

Portable Nailers & Pinners

Pneumatic pushbutton and mallet drive portable nailers and pinners are pictured in use with fasteners 3/7" to 1 1/2" in a brochure published by Spotnails. Included in the 6-pager is a chart showing which fasteners are used with each gun.

(Check 54 on card facing Page 6)

Brochure On Carts

Manual and dragline carts manufactured by S. I. Handling Systems Div. of Safety Industries, Inc., are described and illustrated in a new 4-p. brochure. Construction options which permit the user of the carts to order custom-built carts assembled to his specifications from standard components, are detailed.

(Check 55 on card facing Page 6)



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RETIREES: Roy V. Craig, general traffic manager of Allied Mills, Inc., because of illness. Had been TM for the company almost 29 years...

APPOINTED: Louis P. Butenschoen to staff of Dow Chemical Co.'s distribution and traffic dept. Was formerly



L. P. Butenschoen

manager of solvents sales... Glenn Minear, general TM of Maytag Co., to board of directors of the Nat'l Industrial Traffic League... Henry Giese, general TM for Federal Telephone & Radio Co. — division of IT&T — as a member of the traffic committee of the Electronic Industries Assn. Post is a reappointment...

MEETINGS: Orientation Class at TMI School of Transportation had Frank E. Asher and Geo. Ellig as moderators. Among participating speakers were: James Deehan, asst. GTM of Continental Can Co.; R. E. Crowley, traffic dir. of Colgate-Palmolive Co.; Charles Labus, AFTM of Lehigh Valley RR; and Daniel Lorusso, dis. sup., Interstate Commerce Commission...

Christmas Party of the Pacific Traffic Assn. was held at Mark Hopkins Hotel. Dancing, entertainment, de luxe dinners were featured... TMI Seminar had Bernard Bachas, GTM of APW Products, Inc., as guest speaker. He spoke on industrial traffic manager analyses pooling...

COMING EVENTS: Truck-Trailer Mfrs. Assn., Inc., to hold annual convention at Palm Beach, Fla., Jan. 20-22; Atlantic States Shippers Advisory Bd., to hold meeting in Phila., Jan. 22-23; Private Truck Council of America to hold annual convention in Phila. Jan. 30-31...

ELECTED: By the Traffic Club of Hudson County at annual installation of officers dinner: F. Luis Valdez, pres.; R. Rossi, 1st VP; G. A. Olsen, 2nd VP; F. J. Jones, treas.; and C. F. Lovely, exec. sec. ... By the Traffic Club of New York: Horace H. Huston, general TM of American Can Co., to pres. of club. Other officers include: Eugene Dean, 1st VP; John Carlson, 2nd VP; Geo. Burtis, sec.; and Arthur Brown, treas. ...

PROMOTED: Lee Hays to assistant traffic manager of Maytag's traffic dept., and Richard Griffin to newly-



Lee
Hays



Richard
Griffin

created position of supervisor of transportation. Both men have been with company for several years... Lever Bros. Co. promotes Edwin Robinson, of Hammond, Ind., plant traffic dept., to district TM at Edgewater, N. J.; Don Orr to traffic service supervisor at Hammond, succeeding Robinson; and Ed Richter to traffic routing supervisor, succeeding Orr...

"Motor Transport Night" held recently by the Pacific Traffic Assn. was one of the association's biggest and gayest activities. It was the last big sponsored dinner meeting of the year for the group.

NEWS—PROMOTIONS

(Continued from Page 25)

continue to serve as member of firm's board of directors . . .

LYON VAN & STORAGE has opened a 40,000-sq.-ft. warehouse at East Bay, Calif., especially designed to house Auto-Stack shipping containers.



Auto-Stack, shown in photo, is 7' x 5' x 7', made of six interchangeable plywood panels fitted with special metal closure devices.

ALWIN W. JOHNSON has been elected a Member of the Board of Directors and will assume the position of Executive Vice President of Slick



A. W. Johnson

Airways, Inc. His appointment is the result of an outstanding background in the field of airline finance, according to the company.

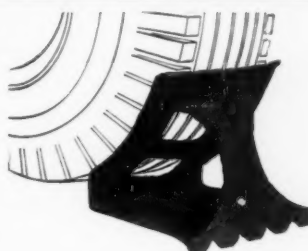
A. J. GERRARD & Co. has Ralph R. Wyckoff as its new Sales Promotion Manager. Company manufactures tensional strapping equipment for industrial manufacturing.

FIBRE BOX ASSN. has re-elected **John T. Harrison**, vice president of Union Bag-Camp Paper Corp. and **Gaylord L. Dales**, executive vice president of Growers Container Corp. Newly elected director is **Charles U. Harvey**, general sales manager of corrugated for the Continental Can Co.

MEN — METHODS — MATERIALS

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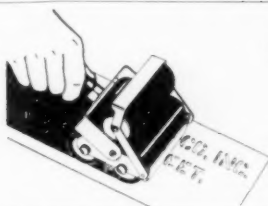
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Snap-On Clamp

(Continued from Page 26)

of the boxes — equipped with snap-on fastened tops — extremely easy.

The containers traveling to Columbus, for their part, did almost as well. Both containers arrived back in Los Angeles — after a round-trip rail journey — in what was described as a "very satisfactory condition." With tests — for the most part — now completed, the development of Modular Panel Packaging and the extensive marketing of the recently designed snap-on fastener are moving into high gear.

A spokesman for the firm manufacturing the new clamp reports — in answer to a number of queries, that despite the complexity of the system, the procedures involved in creating and effectively utilizing the plan can be learned easily. MPP, he states, requires only simple, cleated panels, produced from materials selected by the customer himself and made to his order by any manufacturer of his choice.

"Our new packaging system," he declared, "is about 90 percent engineering. We have every confidence that as MPP wins acceptance and is employed more and more extensively, it will save over half the cost of certain types of packaging used widely by industry and the military; point the way to labor savings; and lead to increased shipping efficiency — with all of the benefits that efficiency on a high plane invariably yields."

Speeding Truck Shipments

(Continued from Page 15)

meeting of the Middle West Motor Carrier Conference in Minneapolis, when truck lines are alerted to the need for maximum speed in the delivery of an urgent consignment, they do extremely well — especially in the matter of following a shipment, step by step, in its journey.

Eighty-four percent of all expediting and tracing requests received by the truck lines, the study revealed, are completed the same day. The average handling time involved is 1 hour and 24 minutes. 55 percent of all requests, the survey concluded, are processed in 18 minutes; 29 percent in 3 hours and 29 minutes; and six percent in just over a day. Only 10 percent of all requests acted upon by America's motor carriers require more than two days to process.

In addition to furnishing up-to-the-minute data as to the disposition of an urgent shipment, most carriers stand ready to "play ball" — especially with regular customers — in doing everything possible to meet the traffic manager's tight delivery deadline for a rush consignment.

For the sake of shipping efficiency — in the

movement of "ordinary" cargo, as well as the urgent order — they suggest that traffic department personnel familiarize themselves with the American Trucking Associations' "Shipper's Code." This code—actually a number of "common sense rules" designed to speed up shipments — should serve as the foundation upon which a traffic department bases its attempts to expedite a rush consignment.

To begin with, the ATA code advises that shipments be packed in sizes affording the easiest handling feasible; that bills of lading be in order and ready to be turned over to the driver, when he arrives; that packages be clearly marked and as fully addressed as they can be; and that all the components of a given shipment be assembled in one area to facilitate loading.

In addition, the "Shipper's Code" suggests, consignors would do well to provide the driver with help in loading, whenever such help is required. Good handling equipment — kept up to a high level of performance — is also an aid to efficient transportation of orders.

"The successful expediting of the rush shipment," trucking officials emphasize, "depends almost entirely on the degree of carrier-shipper cooperation attained. Let a company's traffic department fulfill its role and we will fulfill ours. The end result will be the speediest and most effective transportation possible and delivery, well under the deadline set, of the most urgent special consignment."

Nation's T. M's Saluted

(Continued from Page 9)

boss, "we've been shipping nuts and bolts and wooden parts in the same crates. Let's ship them separately from now on."

"Sounds crazy to me," the owner of the company replied. "Why should we alter our present procedure?"

"Because nuts and bolts, on the one hand, and wooden parts, on the other, have different freight classifications," the traffic expert countered. "If we ship them separately, we can get the benefit of the lower rates on the nuts and bolts."

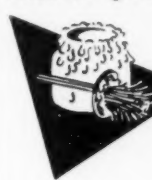
In time the traffic manager's plan was adopted. Nuts and bolts were separated from wooden parts.

The result: An annual saving of \$280,000.

Transportation cost-cutting feats such as this one, Mr. Baker underscored, are largely responsible for the mounting prestige and influence of industrial traffic executives in recent years. More and more of them rank as vice presidents of their firms. And more and more of them are being given the freedom of action, the funds, and

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INDEX TO ADVERTISERS

Better Packages, Inc.	35
British Overseas Airways Corp.	21
Brown-Bridge Mills, Inc., The	28
Calumet Steel Castings Corp.	31
Chicago Mill and Lumber Co.	Back Cover
Delta Airfreight	2
Denver Chicago Trucking Co., Inc.	8
Diagraph-Bradley Industries, Inc.	33
Fastener Corp.	7
Gilman Paper Co.	3
Glue-Fast Equipment Co., Inc.	33
Hansen Mfg. Co., A. L.	8
Ideal Stencil Machine Co.	21
La Salle Extension University	30
Marsh Stencil Machine Co.	30
Pitney-Bowes, Inc.	5
Potdevin Machine Co.	32
Rathborne, Hair & Ridgway Box Co.	29
Shipping Management	32
Traffic Management in Industry	8
Universal Fountain Brush Co.	31

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FOR SALE: SIGNODE M 2A-38 Power Strapping Machine. Slightly Used. In Perfect condition. For further information contact: Coin Auditing Systems, Inc., 65 Broadway, New York 6, N. Y.

the staffs needed for effective traffic management.

When a survey was made of the salary scales among industrial traffic managers, a short time ago, it was learned that many top men in the field earn as much as \$50,000 a year. In the chemical and petroleum industries, salaries of \$25,000 to \$30,000 are common.

Nevertheless, Mr. Baker — who is Professor of Transportation at Harvard University's Business School — continued, "It is worth noting that half of the 267,000 factory enterprises in the United States still do not employ a traffic manager." However, the number of men in the field is rising rapidly, as industry reaches out for competent, trained transportation experts to meet its expanding requirements.

Other Opportunities

What's more, industry isn't the only area in which the traffic manager is presently working. Declared Mr. Baker: "He might be employed by a chamber of commerce or board of trade. He might even have his own firm. In these capacities he would act as a consultant to both industry and carriers on important transportation problems. If he prefers, he may move over from the buying side of transportation to the selling side in the 'sales' or traffic department of a carrier organization, although the transfer usually works the other way."

Concluding his analysis of traffic management as a profession — and his tribute to the nation's industrial traffic managers—Mr. Baker declared: "All of these fields are admirable professions. No matter which a young man enters, he can be sure of an interesting, stimulating career — and the reward of knowing that he is helping to give his country the finest transportation system in the world."

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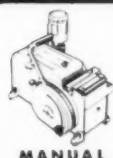
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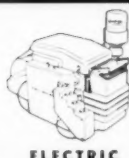
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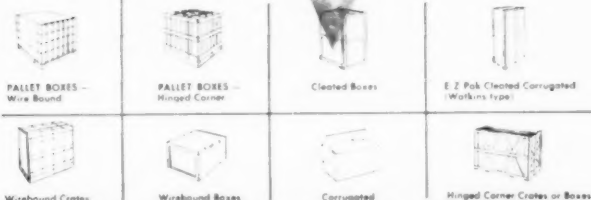


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